



# HID Global Sales Support Guide

## North America Sales Support Guide (Installation Channel Sales)

Installation Channel: Companies who sell, service and install to direct end-users.  
Companies such as Systems Integrators, Alarm Dealers, and National Installers.

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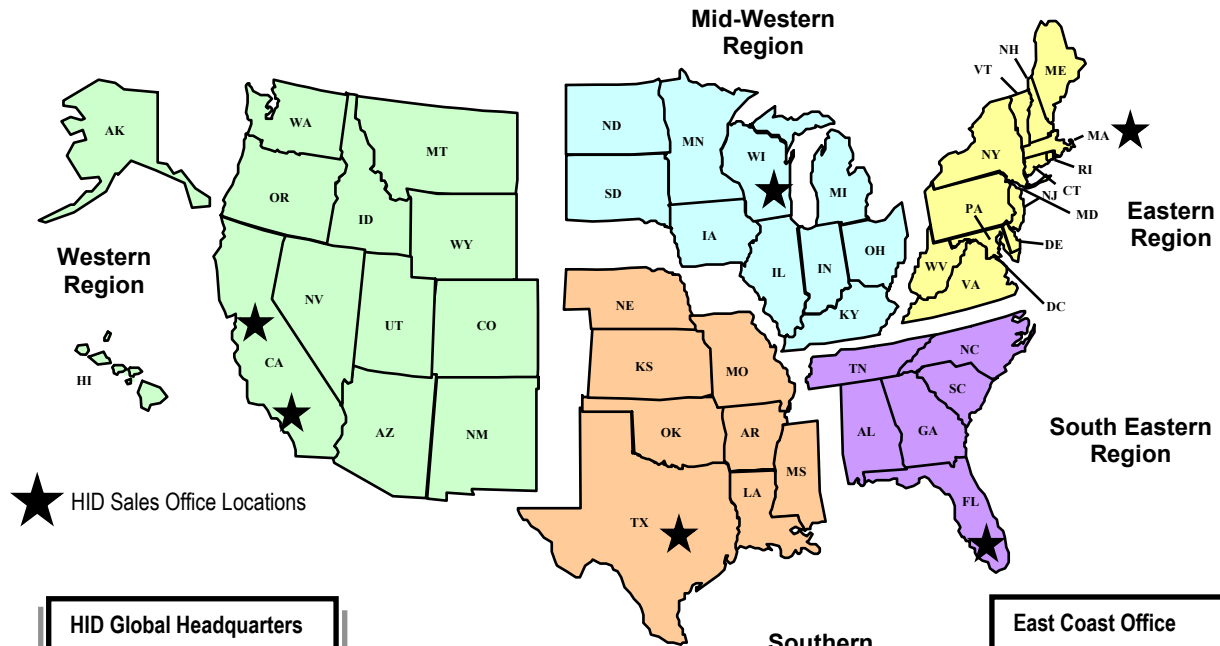
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**North America Sales Support Guide (OEM Channel Sales)**

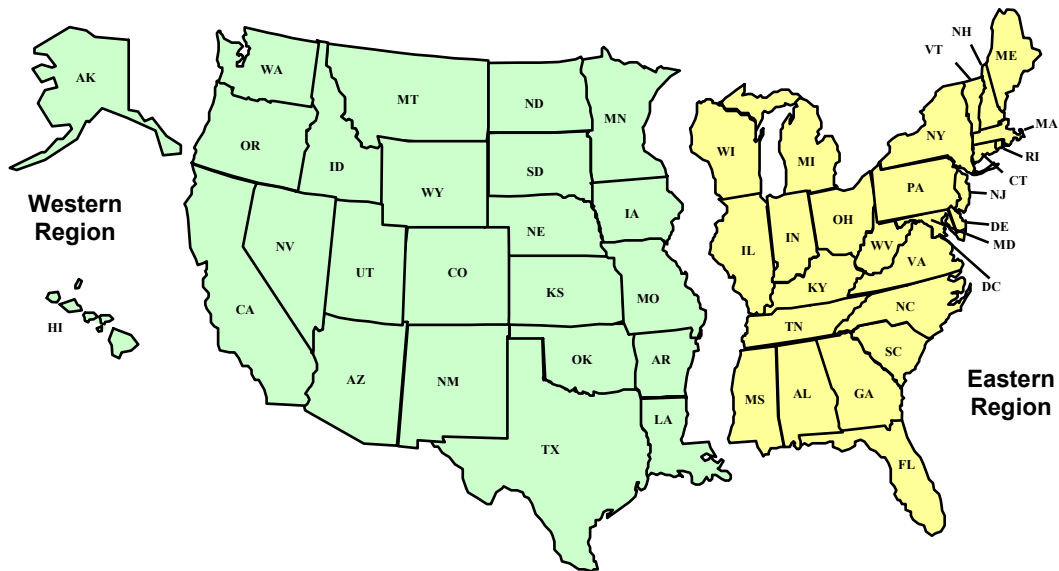
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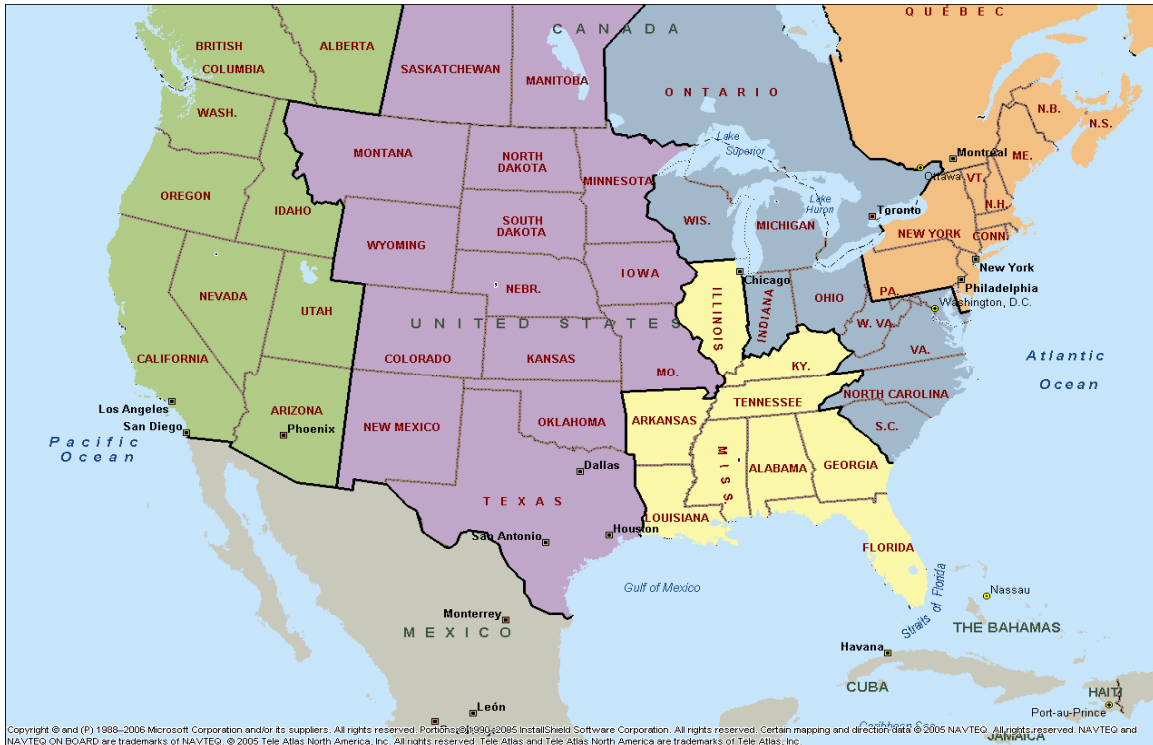
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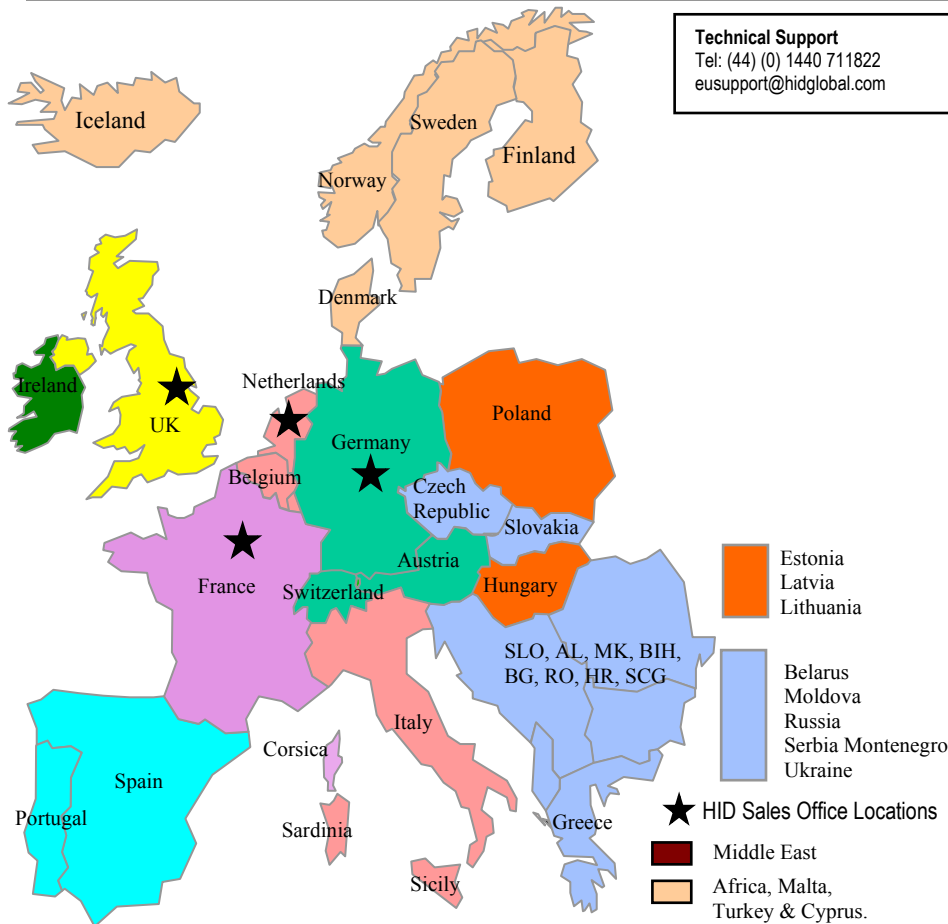
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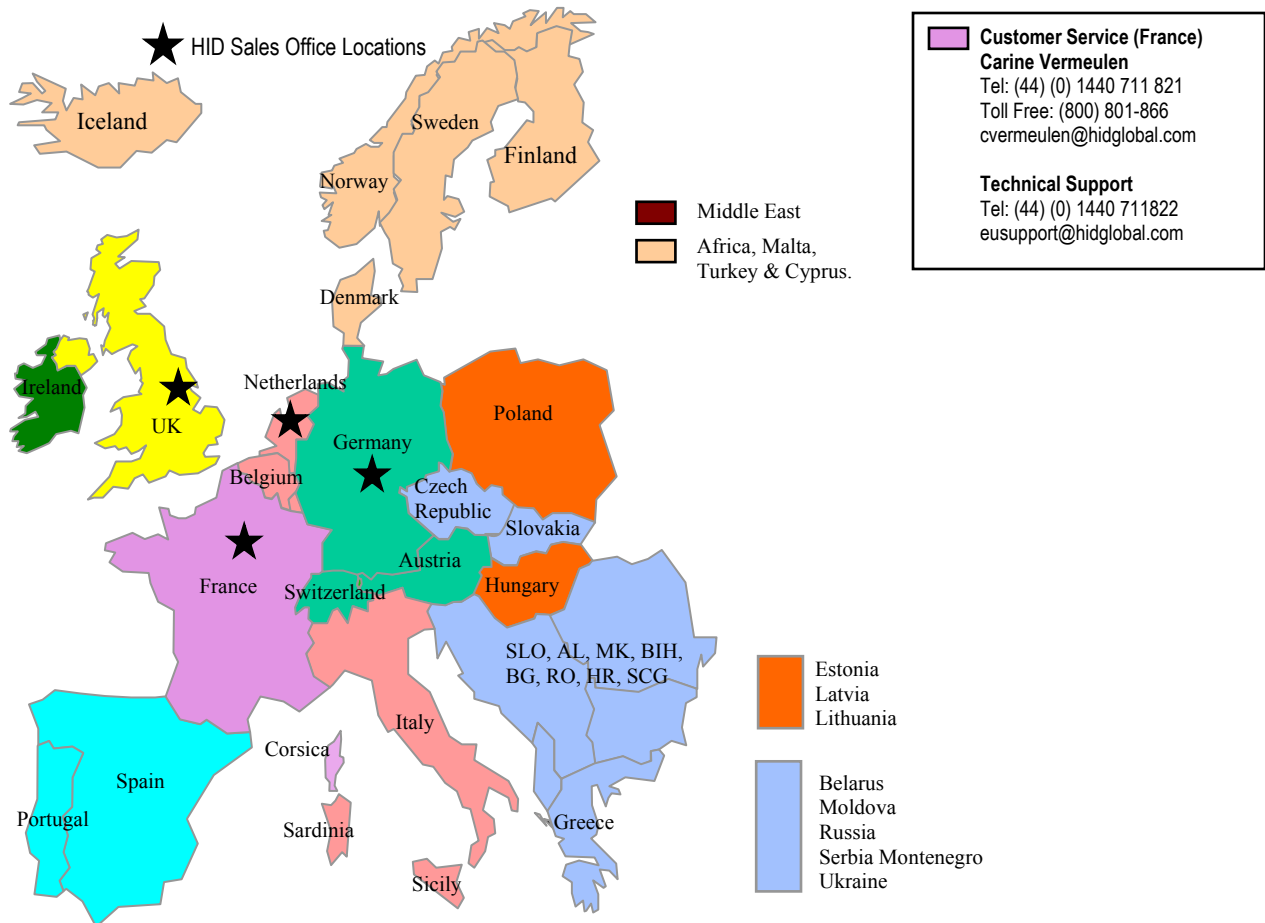
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**Asia Pacific Sales Support Guide (2 of 2)**

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